

## Message Text

UNCLASSIFIED POSS DUPE

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43

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 DRC-01 RSC-01 /039 W

----- 127567

R 031203Z JUN 74

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 9521

INFO AMEMBASSY BUCHAREST

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

AMCONGEN ZAGREB UNN

UNCLAS BELGRADE 2644

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJ: OGA INDIANA TRADE MISSION, SEPT 30-OCT 11

REF : A. STATE 104727 B. USDOC 17605

1. EMBASSY SEES GOOD POSSIBILITIES FOR SALES IN ALL CATEGORIES NAMED PARAGRAPH 2. RE (G) DRYING OVENS, ARE THESE SPECIFICALLY GRAIN DRYING OVENS?

2. MEMBERS SHOULD BE THOROUGHLY BRIEFED IN ADVANCE ON UNIQUE FEATURES OF YUGOSLAV ECONOMIC ORGANIZATION, STRUCTURE OF AGRICULTURE ETC. SINCE AGRICULTURE IS HIGH PRIORITY INVESTMENT AREAS SALES PROSPECTS EXCELLENT PROVIDED THERE IS ADEQUATE PREPARATION. EQUIPMENT MUST BE HIGH QUALITY AND COMPETITIVELY PRICED IN VIEW OF STRONG COMPETITION FROM EUROPEAN PRODUCERS. MISSION MEMBERS SHOULD COME PREPARED TO GIVE LIBERAL FINANCING TERMS, BARTER ARRANGEMENTS. YUGOSLAVS WILL ALSO WISH DISCUSS AGENCY AGREEMENTS, JOINT VENTURES.

3. NOTE REFTEL B) THAT MISSION DUE ARRIVE BELGRADE OCTOBER 3. WILL MISSION PLAN TO SPEND WEEKEND OCTOBER 5-6 FOR THIRD FULL WORKING DAY OCTOBER 7 AND/OR ALSO MORNING OCTOBER 8? TWO FULL WORKING DAYS SHOULD BE SUFFICIENT IF GROUP PLANS STAY IN BELGRADE; OTHERWISE, IF THEY INTEND VISIT ONE OR TWO YUGOSLAV KOMBINATS, THEY MAY WISH CONSIDER STAYING WEEKEND  
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AND TAKE ADVANTAGE OF 1 1/2 ADDITIONAL WORKING DAYS.  
JOHNSON

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